

Fairfax County Small Business Commission Vendor Forum 2013
“The Impact of the Affordable Care Act on Your Business”
Panelists



Bill Schmidt - CEO and President, Small Business Insurance Solutions, Inc.

Bill Schmidt is a true expert in small business benefits. He brings over two decades of insurance experience to the table including positions on both the carrier and agent sides. After working with Kaiser Permanente in the early 90's, he co-founded Small Business Insurance Solutions in 1998 to focus exclusively on serving small businesses. He understands the unique requirements of implementing a small business insurance plan – everything from designing a plan that attracts employees to implementing it with minimal impact on the organization. He and his team constantly keep up with the latest developments, healthcare reform, and just about everything related to benefits. It's this unique blend of small business and insurance expertise that has made SBIS the benefits partner for over 300 organizations. SBIS specializes in group Health Insurance for the small employer. With over 300 clients, we are consistently praised for our high level of personal attention and our ability to design the right plan for the unique needs of each client. We provide a wide range of plans from carriers such as Carefirst, Anthem, Aetna, United and Kaiser. Bill lives in Leesburg with his wife, Lisa, and three children Will, Max, and Renee. In his spare time, he loves golf, snowboarding, boating and enjoys doing handyman work around the house.



Carrie Nixon - Chief Executive Officer, President, Accountable Care Law & Policy, Nixon Law Group

As a resource for health providers and payers in the post-Affordable Care act era, Carrie represents a variety of clients in the healthcare industry before regulatory appeals boards and in state and federal courts. She assists clients who are transitioning to a patient-centered, accountable care model with a range of services, including governance and entity formation, financing, regulatory compliance, and provider agreements. Carrie has participated in legal teams leading administrative challenges in federal court on behalf of major pharmaceutical manufacturers and trade associations. Her experience as a lawyer has informed her point of view that the best approach to solving clients' problems is a comprehensive one that unites expertise in law and public policy with skills in strategic communications and negotiation. Carrie received her J.D. from University of Virginia School of Law and her undergraduate degree in political science and communications from James Madison University.



Jim Young, CLU, CIE - Manager, Special Projects Life and Health Division Bureau of Insurance Virginia State Corporation Commission

Jim joined the Virginia State Corporation Commission's Bureau of Insurance in 1995 and is currently the Manager of Special Projects for the Life and Health Division. Previously, Jim was a Senior Examiner in the Market Conduct Section. Jim has served on the Insurance Regulatory Examiners Society's Board of Directors. He is an active participant on several working groups of the National Association of Insurance Commissioners (NAIC) regarding Health Insurance Reform and the NAIC's working group on Military Sales Practices. Prior to joining the Bureau of Insurance, Jim was a Vice President and Marketing Director of several major life insurance companies as well as a corporate officer of national insurance marketing firms. Jim's early insurance career is marked by more than five years as a life and health insurance agent. Jim received a Bachelor of Science, Magna Cum Laude, in Finance from the University of Richmond's Robins School of Business. He holds the designations of Chartered Life Underwriter (CLU) and Certified Insurance Examiner (CIE). Jim served in the US Army as a Captain in the Special Forces and received numerous awards for combat actions.



Shawn Flattery Brashears - Vice President, Kelly Exchange Services, Director, Business Development & Operations, Kelly & Associates Insurance Group (KELLY)

Shawn works closely with the Maryland Health Benefit Exchange Committee, the DC Health Benefit Exchange and our carrier partners to help recommend a proactive strategy with the implementation and utilization of the Health Care Reform legislation. She works diligently with the Compliance Team to ensure that notifications, modifications and communications are implemented corporate-wide as well as provided to our brokers and customers. Shawn came to KELLY with more than 15 years of sales and operation experience in the industry. During that time she was a principal of a firm, which she helped position for acquisition prior to health care reform. She was also Vice President of Account Management for WorkforceTactix (formerly Group Insurance Solutions). Shawn graduated Magna Cum Laude from Loyola College of Baltimore with a Bachelor of Arts Degree in Business Administration. She received her Registered Health Underwriters designation in August of 2000. Shawn is a past President of the Baltimore Association of Health Underwriters and is an active member of the Maryland Association of Health Underwriters Board of Directors. Shawn and her husband have two sons, Michael and Matty. In her spare time Shawn enjoys entertaining and watching her sons play soccer and lacrosse. She is active in the Calvert Hall and Towson University volunteer community. The Brashears live in Timonium in the home where her husband David was raised.